



Oracle PartnerNetwork Remarketer

Start selling Oracle products today with no fees and no upfront commitment.

Demand for Oracle technology is increasing. Organizations of all sizes are looking for high-performance, cost-efficient solutions to run their businesses. There's never been a better time to include Oracle products as part of a total IT solution for your customers.

The Oracle Remarketer Initiative provides you with access to the portfolio of Oracle 1-Click products, as well as a limited selection of Oracle hardware products, offering you a unique ability to immediately open new markets and create new sales opportunities.

The initiative offers you the ability to resell select Oracle products through regionally located Oracle Remarketer authorized value-added distributors (VADs) with no membership fees and no commitment to Oracle.

As a Remarketer you can

- » Access the portfolio of Oracle 1-Click software products, including midsize company-focused versions of Oracle Database, MySQL, and more
- » Resell the Oracle Database Appliance, which takes advantage of the world's most popular database—Oracle Database—in a single, easy-to-deploy-and-manage system
- » Grow your business opportunities with the most affordable and expandable solutions on the market.
- » Increase profitability in your business transactions by using a streamlined channel-only ordering process.
- » Access business support through an Oracle Remarketer-Authorized VAD for enrollment, training, support, and sales enablement



FACT:

Without contracts or fees, Remarketers can resell the Oracle 1-Click portfolio of products for midsize companies, including the world-class Oracle Database Standard Edition.

Grow Your Business Opportunities

Sustain your business by adding new revenue streams that let you provide a total IT solution to your customers. You can differentiate yourself from the competition by adding your own value to Oracle hardware and software products and deliver unique solutions for specific customers, industry segments, or niche markets—all while selling the highest quality, most reliable products available.

With the Oracle Remarketer Initiative, you can use some of Oracle's most popular hardware and software products—attractively priced for the smaller deployments typical in midsize companies—to develop, sell, and implement tightly coupled solutions in a broad variety of scenarios. You have access to Oracle sales and marketing resources—free of charge—from your Oracle Remarketer-Authorized VAD. Sales and marketing solutions kits offer information about selling Oracle 1-Click products and Oracle Database Appliance to midsize companies. Solution kits include product information, training resources, and sales tools, as well as downloadable assets such as white papers, presentations, and demos.

Find Out More about Becoming a Remarketer

Remarketer is available to you with no fees and no upfront commitments to Oracle. To find out more about Remarketer, including all the information on the program, the products available to Remarketers to resell, and the list of Oracle Remarketer-Authorized VADs by country, go to oracle.com/partners/goto/remarketer and review the information under the Remarketer Initiative section.

For detailed product information and access to all of the available sales resources, you can register for free to access the Oracle 1-Click Technology for Midsize Companies Knowledge Zone by going to oracle.com/partners and selecting the Oracle 1-Click Technology for Midsize Companies Knowledge Zone.

What Oracle Products Can You Resell as an Oracle Remarketer?

The Oracle Remarketer Initiative allows you to resell Oracle 1-Click products, specific hardware, and support offerings. The Oracle 1-Click products include database, middleware, and a range of other products. For the full list of 1-Click products currently available for resale by Remarketers go to oracle.com/partners/goto/remarketer and review the information on the Remarketer Initiative, as well as the [Oracle 1-Click Technology for Midsize Companies Knowledge Zone](#). Remarketers are also able to resell the [Oracle Database Appliance](#).



"The Oracle Remarketer Initiative is a great way for our channel of solution providers to leverage new sales opportunities and open up new markets. We recommend that anyone not already selling Oracle today consider the opportunity that Remarketer offers."

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Hardware and Software, Engineered to Work Together

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